The Institute of Scrap Recycling Industries



Scrap Electronic Recycling Business Development

Do Your Homework **Define Your Niche Facility Selection** Locate & Secure Your Supply Develop Strategic Partnerships Advocacy/Networking

Voice of the Recycling Industry

Do Your Homework



Do Your Homework

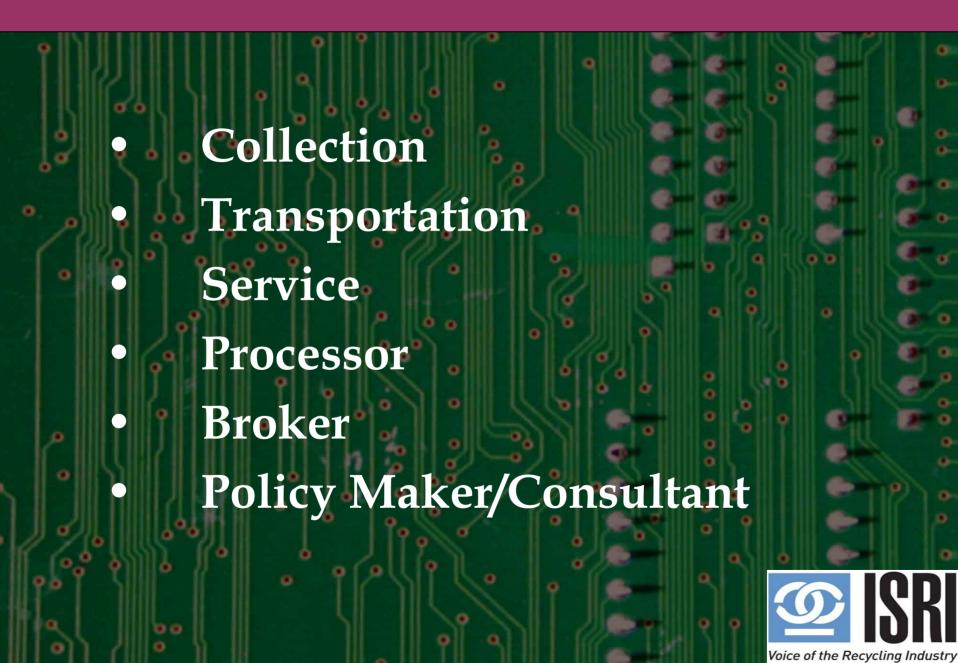


- Cell Phones up to 10 opt gold (without batteries) and some palladium value as well
- PCs circuit boards in PCs contain 5-10 opt gold but they account for only 5-10% of the weight of the whole unit so the whole unit contains only 0.25 – 1 opt goldresidual copper value can be found in power supplies and depending on the age of the unit, there may be recoverable amounts of steel and aluminum in the chasis

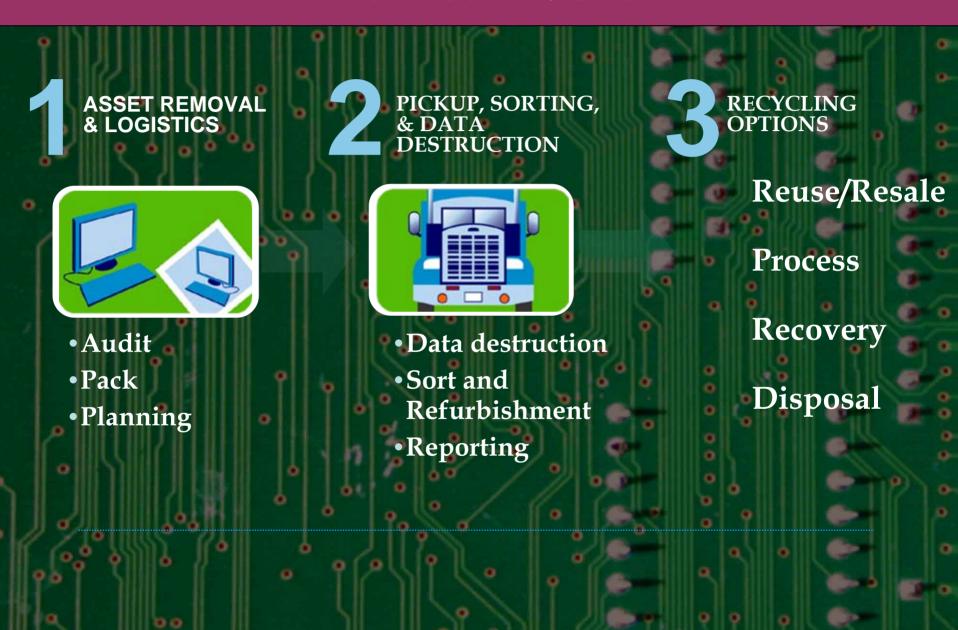




Find Your Niche



Find Your Niche



Mechanical Processing



Manual Processing







Facility Selection

Transportation needs

- -Rail can reduce freight costs by 25%.
 - -Proximity to interstate and airports.
 - -Survey freight providers.
 - -Evaluate shipping container options.

Local Regulations

- -Zoning
- -Permits

Equipment Needs

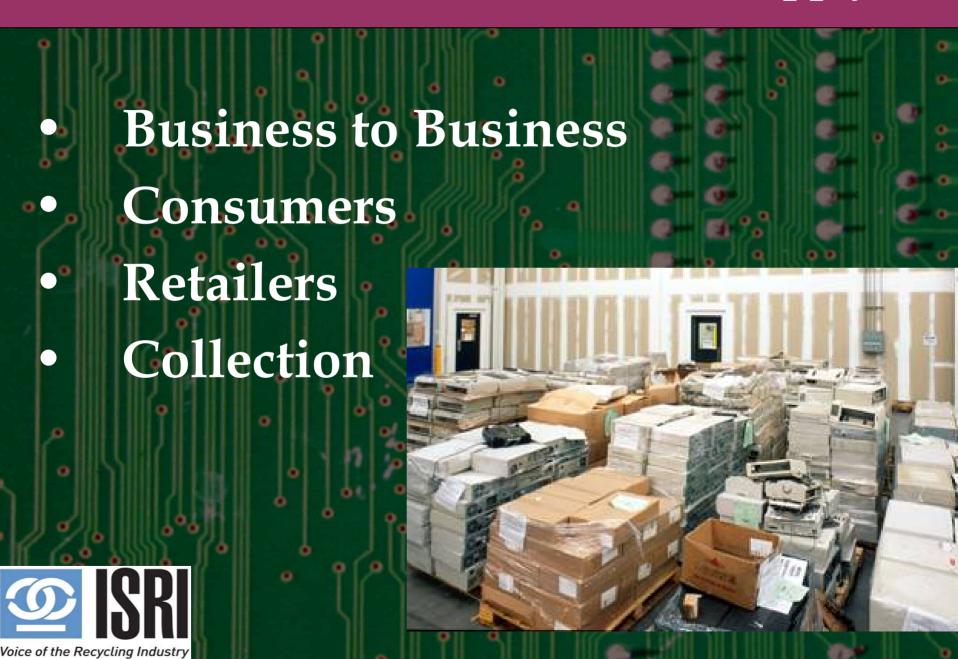
- -Power-
- -Covered and Concrete
- -Loading Docks

Output Vendors Proximity

- -Recycler/Smelter Proximity
- -Ports
- -Hazardous waste
- -Develop a Volumes vs. Proximity Matrix



Locate & Secure Contracts & Supply



Customer Expectations

- Reduce Risks & Costs
- Certified EH&S (e.g. ISO,RIOS)
- Data & Facility Security
- Transparent Downstream Due Diligence
- Legal Compliance (US and Foreign)
- No Prison Labor
- Sustained Compliance/ Audit
- Accountability



Develop Strategic Partnerships



Advocacy & Networking

- Develop & Advocate Timely Policy
- Advocate for Reasonable and Appropriate Recycling Standards
- Build Sustainable Association/
 Business Networks



Advocate for Scrap Recycling Policy



"Electronic Scrap is not Waste...

...Recycling is not disposal."

Former ISRI Chair Joel Denbo

U.S. Congress Energy & Commerce Committee Washington, DC September 8, 2005



Advocate for Scrap Recycling Policy



"As the market grows, demand grows, the value of the commodity grows, and the need to subsidize electronics recycling falls."

Former ISRI Chair Joel Denbo

U.S. Congress Energy & Commerce Committee Washington, DC September 8, 2005





Advocate for Scrap Recycling Policy



Former ISRI Chair Joel Denbo Energy & Commerce Committee Washington, DC September 8, 2005

"...not overburdened with regulation; that encourages a marketplace economy; that protects America's environment; & that supports our national and global economy."



ISRI's Next Twenty Years

2008 ISRI Convention & Exposition

The Most-Talked-About Show in the Scrap Recycling Industry

April 6-10, 2008

Mandalay Bay Resort &

Casino

Las Vegas

www.isriconvention.org

Joint Commission for Environmental Cooperation And U.S./Mexico Border 2012

